



# STRICOM Omnibus IDIQ

**Welcome**  
**STRICOM Omnibus Contract**  
**Industry Conference**



# AGENDA

TIME	TOPIC	BRIEFER
• 0800 - 0815	<b>INTRODUCTIONS</b>	<b>Jim McBrayer</b>
• 0815 - 0820	Command General's Remarks	BG Bond Video
• 0825 - 0830	DCO Comments	Jim Skurka (SES)
• 0830 - 0850	Partnering for Success	Harlan Gottlieb
• 0850 - 0855	STRICOM Goals	Jim McBrayer
• 0855 - 1000	STRICOM Acquisition Environment	Kim Denver
• 1000 - 1015	Break	
• 1015 - 1030	Government Concept of Operations	Donna Felix
• 1030 - 1155	Questions/Answers	Jim McBrayer
• 1155 - 1200	<b>CLOSING</b>	Jim McBrayer



# STOC Team Members

**Jim McBrayer**

**Gene Haga**

**Kim D. Denver**

**Melissa Cossentino**

**Bryant Lafoy**

**Bob Ogus (NAWCTSD)**

**Stan Goodman**

**Bob Raisler**

**John Evans**

**Harlan Gottlieb**

**Donna Felix**

**Mike Evans**

**PM/Dir Representation**

**Team Leader**

**Project Director**

**Contracting Officer**

**Contract Specialist**

**Project Engineer**

**Bus. Transformation Mgr.**

**DPM WARSIM**

**PM CATT Rep.**

**Legal Counsel**

**STRICOM Chief Counsel**

**Project director IDE**

**Command Staff**

**Team Telephone**

**407-384-3924**





# CONFERENCE PURPOSE

- Introduce STRICOM Acquisition Environment Initiatives
- Describe proposed acquisition strategy
- Begin industry assistance in strategy
  - Solicit input
- Prevent misunderstandings



# GROUND RULES

- Informational presentation
  - Sharing of Government ideas
  - If you have a better idea, please tell us
- Informal and interactive discussions
- Questions:
  - Submitted on 5X8 cards
  - Open forum prior to conference conclusion





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**BG WILLIAM L. BOND**

# **Acquisition Environment Video**



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# **JAMES M. SKURKA, SES**

## **STRICOM Deputy to the Commander**



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# Partnering for Success

**Harlan Gottlieb**  
**STRICOM Chief Counsel**





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# STRICOM GOALS

- Reduce acquisition lead time/costs
- Maximize value to Customer/Warfighter
- Acquire new business
- Increase partnership with & within industry
- Share data/information across programs
  - Reuse
  - Team cooperation





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# STRICOM Acquisition Environment

- Current
  - Substantial reliance on “C-type” Contracts
  - Significant use of other agency vehicles
  - Limited use of IDIQ type contracts
- Future
  - Substantial reliance on Multiple Award Omnibus IDIQ
  - Capitalize on GSA BPA opportunities  
(Schedule # 70 & 87)



# Current

## STRICOM ACQUISITION ENVIRONMENT

<b>Pre-Phase 0: Basic &amp; Applied Research</b>	<b>Phase 0: Concept Exploration</b>	<b>Phase I: Program Definition &amp; Risk Reduction</b>	<b>Phase II: Engineering &amp; Manufacturing Development</b>	<b>Phase III: Production, Fielding/ Deployment &amp; Operational Support</b>
<b>BAA</b>	<b>BAA</b>	<b>BAA</b>		
	<b>SBIR</b>	<b>SBIR</b>		
	<b>ADST II</b>	<b>ADST II</b>		
	<b>SETA</b>	<b>SETA</b>		
	<b>INDIVIDUAL CONTRACTS</b>	<b>INDIVIDUAL CONTRACTS</b>	<b>INDIVIDUAL CONTRACTS</b>	<b>INDIVIDUAL CONTRACTS</b>
				<b>EXERCISE OF OPTIONS ON INDIVIDUAL CONTRACTS</b>
				<b>LCCS CONTRACT</b>



# Future

## STRICOM ACQUISITION ENVIRONMENT

<b>Pre-Phase 0: Basic &amp; Applied Research</b>	<b>Phase 0: Concept Exploration</b>	<b>Phase I: Program Definition &amp; Risk Reduction</b>	<b>Phase II: Engineering &amp; Manufacturing Development</b>	<b>Phase III: Production, Fielding/ Deployment &amp; Operational Support</b>
<b>BAA</b>	<b>BAA</b>	<b>BAA</b>		
	<b>SBIR</b>	<b>SBIR</b>		
	<b>SETA</b>	<b>SETA</b>		<b>LCCS CONTRACT</b>
	<b>INDIVIDUAL CONTRACTS</b>	<b>INDIVIDUAL CONTRACTS</b>	<b>INDIVIDUAL CONTRACTS</b>	<b>INDIVIDUAL CONTRACTS</b>

OMNIBUS MULTIPLE AWARD IDIQ/BPA<sub>s</sub>





# Acquisition Strategy

- Establish Multiple Award IDIQ Contracts
  - Facilitate teaming arrangements
  - Allow prime/subcontractor to team across multiple teams
- Reserve awards for small business
  - Reserve vs. Set-aside
  - Mandate small business subcontracting content  
> (20% ?)
- Require Associate Contractor Agreements



# Acquisition Strategy (Cont)

- Reduce contractor proposal cost
- Significantly involve industry in acquisition planning/development
  - Industry Conferences
  - Homepage: [www.stricom.army.mil/INDUSTRY/STOC](http://www.stricom.army.mil/INDUSTRY/STOC)

Comments to: [stoc@stricom.army.mil](mailto:stoc@stricom.army.mil)





# Acquisition Strategy (Cont)

- Award:
  - Contracts within business domains
  - Business domains incrementally
  - Award without discussions
- Allow ability to modify contractor base and business domains throughout IDIQ period of performance
- Allow other Government organizations to use contract





# IDIQ Purpose

- Issue task orders for efforts within any phase of the life cycle
- STRICOM Business Proponents:
  - PM-Training Devices (TRADE)
  - PM-Warfighter's Simulation (WARSIM)
  - PM-Combined Arms Tactical Trainer (CATT)
  - PM-Instrumentation Targets and Threat Simulators (ITTS)
  - PM-Simulation Technology Integration (STI)
  - Acquisition Logistics
  - Engineering



# Business Domains

- Live
- Virtual
- Constructive
- Test



# Initial Business Domains

Product Areas	Business Domains			
	CONST	LIVE	VIRT	TEST
IND/CREW/CA TRAINERS/SIMS		X	X	X
MAINT/PART TASK TRAINERS/SIMS		X	X	
CBT/ADL	X	X	X	
RANGES/INSTRUMENTATION		X		X
COM & BATTLE STAFF SIM	X			
TESS		X		X
EMBEDDED TRAINING		X		
TRAINING SYSTEMS	X	X	X	
RANGE & TRNG SYS TELE		X		X
TARGETS		X		X
ADVANCED CONCEPTS	X	X	X	X





# IDIQ Team Awards

	Domains				
Team	D <sub>1</sub>	D <sub>2</sub>	D <sub>3</sub>	D <sub>4</sub>	D <sub>n</sub>
T <sub>1</sub>	X		X		X
T <sub>2</sub>		X	X		
T <sub>3</sub>	X	X	X	X	X
T <sub>4</sub>		X		X	
T <sub>5</sub>		X			X
T <sub>6</sub>	X				
T <sub>7</sub>	X	X	X	X	X
T <sub>8</sub>	X			X	X
T <sub>9</sub>				X	
T <sub>10</sub>			X		
T <sub>n</sub>	X	X	X	X	X



# IDIQ Characteristics

- Multiple Awardees
  - 5 - 8 per domain
- 8 - 10 year Period of Performance
  - No Options
- \$500M + ceiling per/year (Total IDIQ)
- Guaranteed Minimums
  - Contract Minimum calculated per domain (\$10K?)
  - Minimum satisfied in any awarded domain
  - Minimums may be satisfied on sole-source basis



# Task Order Characteristics

- Contain specific terms/conditions
  - Any FAR Contract Type (FFP, Cost, T&M, etc.)
- Competed within business domains
- Issued on sole-source basis if the Contracting Officer determines:
  - (1) The agency need is of such urgency that competition for the Task order would result in unacceptable delays.
  - (2) Only one awardee is capable of providing the supplies at the required level of quality due to the unique or highly specialized nature.
  - (3) The Task order should be issued on a sole source basis in the interests of economy and efficiency as a logical follow on to a previously issued order.
  - (4) **It is necessary to place a Task order to satisfy a guaranteed minimum.**





# IDIQ Evaluation Process

- RFP:
  - Electronic submission/response
  - Written, Oral ? responses
  - Page limitations
- Areas of Evaluation
  - Past Performance
  - Management
  - Technical
  - Cost
- Area responses submitted incrementally



# Past Performance

- Questionnaire
- Telephonic
- CPARS
- Time Period (e.g. current to 5 years past)
- Responses
  - 3 per product area



# Statement Of Work

- Scopes the effort(s)
- Defines domains & product areas
- Defines top level requirements
- Describes functional areas in which work will be performed





# Technical Proposal Requirements

- Sets requirements for description of capability by domain/product area
  - Prime
  - Team Members
  - Total Team
- Brief discussion of software (SEI) & engineering processes
- Brief discussion of one other relevant process
- Page limits will be established
  - 15 - 20 ?



# Cost Evaluation

- High Level
  - Cost Indicators
  - Past Performance
- Teaming Structure
  - Fee Sharing
  - Reduced indirect, overhead, and handling cost for subcontracting



# Task Order Evaluations

- Best Value Continuum
- Statement Of Objectives (SOO)
- Delta Contracting
- Alpha Contracting





# IDIQ Acquisition Target Schedule

- RFP release 6 Apr 00
- Complete RFP response due 22 May 00
- Initial contract awards 1 Sep 00



# STRICOM SETA Contractors

- OCI Clause
  - No conflict with basic IDIQ
  - Conflict occurs at Task Order level
- Mitigation Plans
  - Case-by-case basis
  - Business Unit basis
- Participation
  - Subcontractor
  - Prime



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# Government Concept of Operations

**Donna Felix**  
**Project Director for IDE**



**GOVERNMENT CONCEPT OF  
OPERATIONS (GCO)  
FOR  
ELECTRONIC COMMERCE (EC)  
IN AN  
INTEGRATED DIGITAL  
ENVIRONMENT (IDE)**



## **Outline**

- **STRICOM IDE Project Office Scope**
- **OSD Policies**
- **Goals**
- **Government Concept of Operation**
- **Electronic Data Interchange Data Exchange**
- **Enterprise Contractor Integrated Technical Information Service (CITIS)**
- **Electronic Commerce Resource Center (ECRC)**
- **Summary**





## **IDE Project Office**

- **Electronic Commerce/Electronic Data Interchange (EC/EDI)**
- **Acquisition Automation/ Paper-Free Acquisition**
- **Computer-Aided Acquisition & Logistics Support/ (CALS)  
Commerce at Light Speed**
- **Integrated Data/Digital Environment (IDE)**



## **OSD Policies**

### **•DEPSECDEF Mandates:**

**•Paper-Free Procurement                      JAN 2000**

**•Paper-Free Acquisition (IDE)**

**•ACAT I/II    JAN 2002**

**•ACAT III    JAN2006**



## **Goals**

- **Implement OSD/Army Policies for Paper-Free Acquisition without adverse impact to project schedules and cost.**
- **Reduce individual project costs thru corporate STRICOM investment in EC/CALS/IDE.**
- **Business Process Re-Engineering & Streamlining**



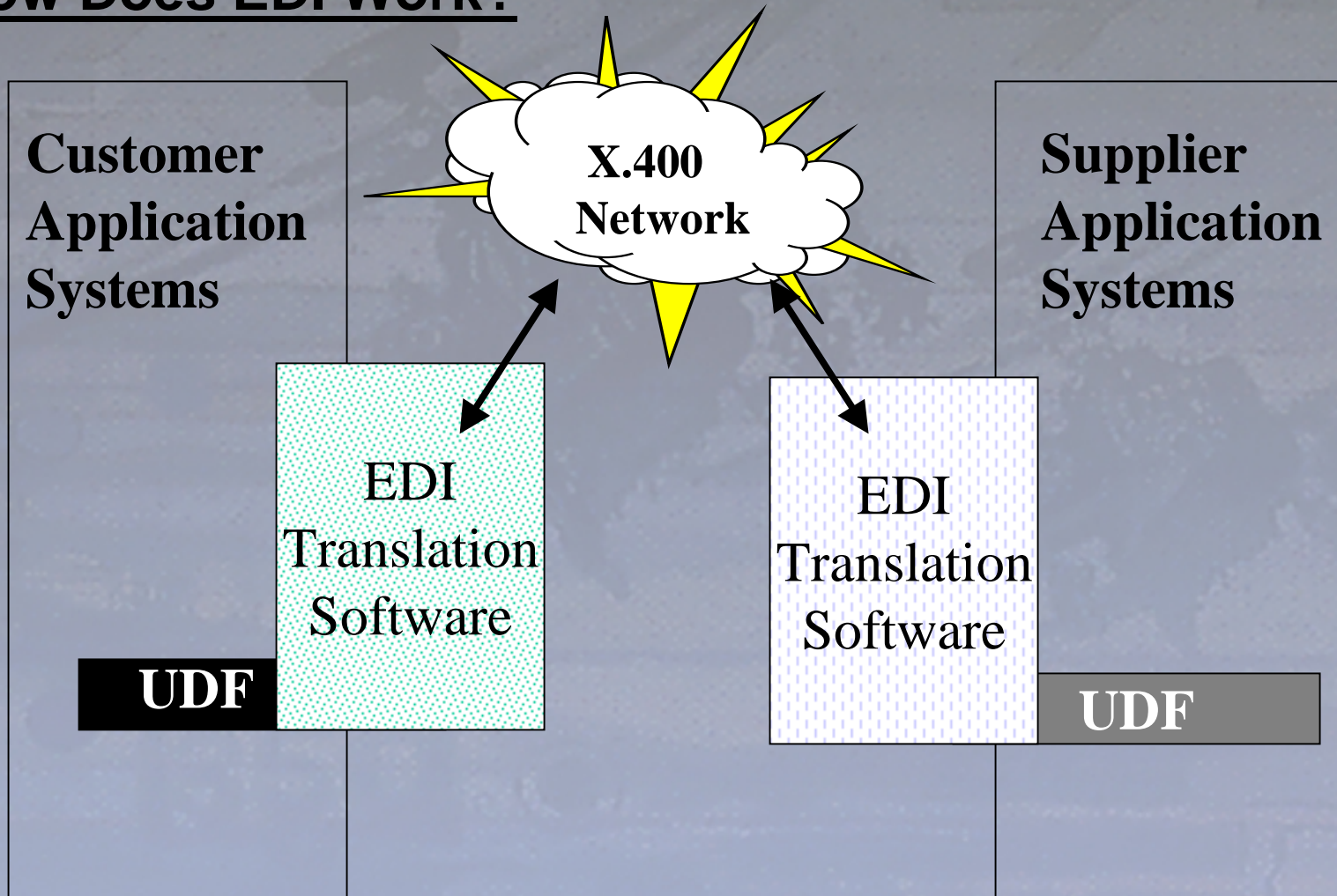


## **Government Concept of Operation**

- **Defines STRICOM infrastructure to achieve IDE through commercial standards, (ANSI/ISO) & commercial software**
- **Provides specific guidance to Industry, other Government agencies for conducting Paper-Free communications with STRICOM.**
- **Provides guidance to STRICOM IPTS for RFP development regarding “CITIS” and data deliverables.**
- **Required appendix to each RFP**



## How Does EDI Work?





## **Electronic Data Interchange**

- **Contractor Logistics Support Data**
  - **ANSI X12 846-Inventory Inquiry/Advice**
  - **Input to LogARMS**
  - **Prototype in process**
- **Earned Value Reporting**
  - **ANSI X12 839-Project Cost Reporting**
    - **Currently at IOC**
  - **ANSI X12 196 Contractor Cost Data Reporting**
    - **Under Development**
- **Electronic Contracting**
  - **ANSI X12 850/860-Delivery Orders/Mods**
  - **IOC Spring 00**





## **E-CITIS**

### **Definition:**

**Enterprise CITIS refers to a Contractor Integrated Technical Information Service (CITIS) approach, which enables electronic government and industry relationships, rather than to a CITIS approach to a specific contract or program/project.**

**ECITIS evolving to Army initiative: Contractor Integrated Data Service (CIDS)**

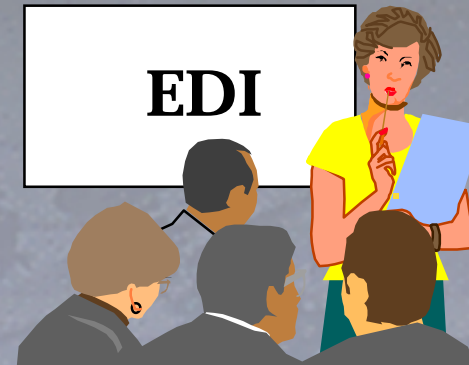
**Encompasses all data ( Management, Contractual, Financial & Product data)**



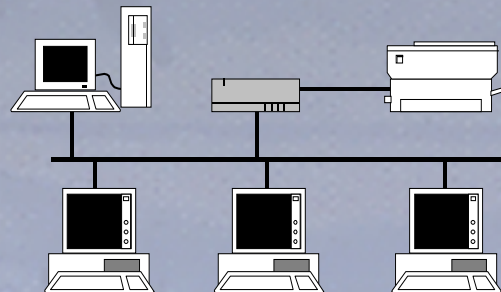
## ECRC Services



**Outreach**



**Education and Training**



**Technical Support**



## ECRC Largo, Fl.

POC: Ed Wegman

Telephone - 813 549-7000

email - [wegmane@ctc.com](mailto:wegmane@ctc.com)

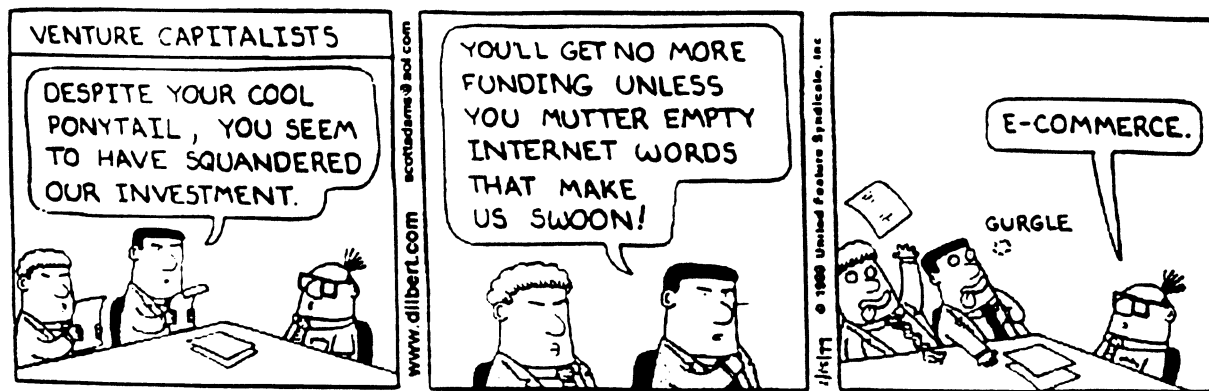






## Summary

- STRICOM is on track and well-positioned to meet OSD Paper-Free Goals
- Emphasize individual Trading Partner Outreach and Training to meet mandatory paper-free dates





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# Questions/Answers

- 5 x 8 Cards
- Open forum





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- Provide proposed acquisition strategy
- Begin industry assistance in strategy
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- Second conference



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